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# Message Text

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PAGE 01 ABU DH 01551 241144Z
ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 XMB-04 TRSE-00 DOTE-00
/034 W
----------241324Z 020132 /42
R 241115Z MAY 77
FM AMEMBASSY ABU DHABI
TO USDOC WASHDC
INFO SECSTATE WASHDC 6126
AMEMBASSY ATHENS
AMEMBASSY JIDDA
W/AMEMBASSY KUWAIT 3332
AMEMBASSY MANAMA
AMEMBASSY MUSCAT
AMEMBASSY TEHRAN
AMEMBASSY LONDON
AMCONSUL DHAHRAN
AMCONSUL ISFAHAN
AMCONSUL SHIRAZ

UNCLAS ABU DHABI 1551

DEPT PASS EXIM BANK
USDOC FOR CAGNE
ATHENS FOR RTDO
LONDON FOR KINSOLVING

E.O. 11652: NA
TAGS: BEXP, ECRE TC
SUBJ: U.S. FIRM AWARDED FEASIBILITY STUDY FOR DUBAI/JEBAL ALI
AIRPORT(S).

SUMMARY: DUBAI GOVERNMENT HAS DECIDED TO AWARD THE
BECHTEL CORPORATION A CONTRACT TO STUDY
FEASIBILITY OF A PROPOSED EXPANSION OF
DUBAI'S CURRENT AIRPORT AND THE ERECTION OF ANOTHER
AIRPORT AT JEBAL ALI. STUDY WILL RUN TWO MONTHS.
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PAGE 02 ABU DH 01551 241144Z

AFTER COMPLETION OF THE STUDY THE DUBAI
GOVERNMENT PLANS TO INVITE TENDERS FOR THE DESIGN AND
CONSTRUCTION OF THE FACILITIES, THE FIRST TIME IT HAS
DONE SO IN RECENT MEMORY. END SUMMARY.

1) SHAIKH MUHAMMED BIN RASHID AL MAKTOUM, SON OF THE
RULER OF DUBAI AND UAE MINISTER OF DEFENSE, SIGNED CONTRACT MAY

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19 WITH BECHTEL CORPORATION TO STUDY THE NEED FOR
EXPANSION OF DUBAI'S CURRENT AIRPORT AND FOR THE
CONSTRUCTION OF RUNWAYS, TAXIWAYS, AND SMALL TERMINAL
BUILDING AT JEBAL ALI, THIRTY FIVE KILOMETERS SOUTH OF
DUBAI.

2) THE PROPOSED STUDY SHOULD TAKE SIX WEEKS TO
TWO MONTHS TO COMPLETE AND AFTER THAT, SHAIKH MUHAMMAD,
WHO HAS BEEN GIVEN COMPLETE RESPONSIBILITY FOR THE PROJECT
BY HIS FATHER, THE RULER, PLANS TO PUT THE DESIGN AND,
EVENTUALLY, THE CONSTRUCTION OF THE FACILITIES OUT FOR
INTERNATIONAL TANDER. SHOULD HE DO SO, IT WILL BE THE FIRST
TIME- TO THE BEST OF OUR KNOWLEDGE - THAT A MAJOR PROJECT
OF THE GOVERNMENT OF DUBAI HAS BEEN TENDERED. MOST CONTRACTS
(ALL LARGE ONES) IN DUBAI ARE NEGOITATED. BECHTEL'S
WINNING OF THIS CONTRACT IS A GOOD STEP TOWARDS CRACKING
THIS HIGHLY LUCRATIVE MARKET.

3. WE FACE ONE SERIOUS PROBLEM, HOWEVER, WE CAN EXPECT
THAT THE FIRM WINNING THE DESIGN CONTRACT WILL HAVE TO FIND
- OR HELP FIND - FINANCING FOR THE PROJECT AS PART OF THE
PACKAGE; AS ONE OF THE PROMINENT DUBAI MERCHANTS RECENTLY
NOTED, THE BRITISH FIRMS WHICH WON THE CONTRACTS FOR THE
GAS PLANT AT JEBAL ALI HAD TWO HUNDRED MILLION POUNDS
FINANCED BY THE ECGD AT 6 PERCENT FOR THE PURCHASE OF THE
EQUIPMENT IN THE UK . IN THE LIGHT OF THIS, WE ANTICIPATE
THAT EXIM WILL BE APPROACHED BY ANY U.S. FIRMS
WHICH DECIDE TO TENDER THE JEBEL ALI AIRPORT.

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4. ACTION REQUESTED: REQUEST CAGNE BRING THIS OPPORTUN-
ITY TO ATTENTION OF A&E FIRMS QUALIFIED TO DO AIRPORT
DESIGN.
DICKMAN

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NNN

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# Message Attributes

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**Channel Indicators:** n/a
**Current Classification:** UNCLASSIFIED
**Concepts:** CONSTRUCTION, STUDIES, CONTRACTS, AIRPORTS
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**Disposition Approved on Date:**
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**Enclosure:** n/a
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**Secure:** OPEN
**Status:** NATIVE
**Subject:** U.S. FIRM AWARDED FEASIBILITY STUDY FOR DUBAI/JEBAL ALI AIRPORT(S). SUMMARY: DUBAI GOVERNMENT HAS DECIDED TO AWARD TH
**TAGS:** BEXP, ECRE, TC, BECHTEL CORP
**To:** COM
**Type:** TE
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**Review Markings:**
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US Department of State
EO Systematic Review
22 May 2009
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009